

Classic Car News

Read All About It!



**2006 Off With a bang!
Collector Cars Are on Fire!
Will They Burn or Bomb?
The C.C.N., Brings You Some
Interesting Observations.**

- My Opinion Tony Monopoli
- Carroll Shelby at the NYC Auto Show 2006
- The CCN reports on Barrett Jackson AZ.
- Interview Gary Bennett of the Barrett Jackson Auction

Next Issue

IAAA/Russo and Steele Seminars, Scottsdale & Monterey
Greenwich Concours- Pebble Beach Concours- Concorso Italiano

**Carroll Shelby relives his youth and gives
us another Shelby Hertz Rent-A-Ride**



Craig Jackson Interviewing Rapper

Motor Trend Magazine named Craig Jackson to their list of the Top 50 Automotive Industry Players. Craig Jackson's name draws readers to publications throughout the automotive world and to other publications like the Wall Street Journal and Barron's that cater to the world's financial markets. The Barrett Jackson auction got major media attention because of the \$68 million in sales it recorded in 2005. I can't wait till

next year, because the 2006 Scottsdale sale hit \$100 million in sales.

Kevin McKay looks on as Corvette aficionados discuss the results of the Scottsdale and West Palm Beach auctions, at his Corvette Repair Facility Seminar, which he gave for the Long Island, N.Y. chapter of the NCRS. Now know the automotive definition of "The Talk Of The Town", it's the Barrett Jackson Auction. One of the attendees was the center of attention, just because he attended the Barrett Jackson West Palm Beach auction.



The largest collection of Hemi cars ever assembled resulted in a Sold Hammer of \$2 million for a **Vitamin C 1970 Hemi Cuda Convertible**. Critics and just plain car nuts will start conversations for years, about the hi-lite of the auction, a Bus. If our women can't understand their man's obsession with cars imagine what their thinking now. It doesn't even carry passengers! The car guys' love affair with Carroll Shelby sent all 22 cars to new highs. Barrett decoded, verified and authenticated each Shelby as my interview with the Auctions senior automotive specialist informed me.

I love it when I can say I said it, and I am right as our last C.C.N. 15 declared, which was posted before my BJ, AZ trip. My opinion read, “I believe the market will start out strong in Arizona because the TV coverage at Barrett Jackson continually increases, the number of cars that are brought there grows with them and the other Scottsdale auctions.”

And Now on to MY Opinion.

“Quality prevails, quantity subsides”. Buy the best quality to retain the highest value. “Tag-a-longs will be also-runs”. The upcoming R & M, Russo Steele and Gooding auctions during the Monterey/Pebble Beach Week will prove my point. See you at the Russo and Steele IAA Seminar in Monterey. TM



Carroll Shelby is like the Energizer bunny dressed in black.

Carroll Shelby

If you read my C.C. N. then you know that I have had articles published about Carroll since 1994.

I finally got to sit down with him at the 2006 NY Auto Show, while he was there for the introduction of the latest

GT 350 H

AT 83 years old Carroll is still active and travels throughout the country. Carroll’s fans have seen him attending Barrett Jackson AZ, West Palm Beach and the NY Auto show just in 2006 alone. My plan to interview Carroll came to me before going to the 2004 SEMA Show. My first article about Carroll was about his part in racing the 1956 Lister Corvette. The article was titled the History of the Lister, appeared in Corvette Fever in April 1994 and covered of the introduction to the New Lister Corvette.

The March 2003 C.C.N. identified my quest to have the original article autographed and the conclusions drawn from the faxed questions asked about his part in converting the cars from their Jaguar power to Corvette engines, hence the "Lister Corvette". The fax contained questions posed for an interview that never materialized. Instead of that interview, I now possess an autographed original fax with his answers to my questions which confirmed my belief that the Corvette Lister had similarities with the AC (Cobra) and that it was his decision to use a Chevy engine to power the Lister making it the Corvette Lister. Its similarities with the AC (Cobra) and that it was his decision to use a Chevy engine to power the Lister making it the (Corvette Lister).

His fascination with Anglo American racecars, and the Brits technology led to his AC Cobra creation, which rocked the racing world and confirmed his place in automotive history. Just to remind readers of my ending statement of that 1994 article named the History of the Lister Corvette. "Just imagine-- if the Corvette Lister had taken its place in history as a Shelby, would its emblem be a Cobra with a Bowtie"?

As a person who celebrated 40 years in the automotive after-market in 2004, I pride myself in my knowledge of automotive history and that sometimes the information attained then, helps me uncover historic information in my interviews. Lets see what we can learn about history with Shelby.

Tony Monopoli Carroll Shelby interview. April 12, 2006

TM: Carol, Tony Monopoli with Classic Car News. I've spoken to you before at Barrett Jackson and you've always been my idol. The first time I ever had exposure to a Shelby was at My B & T Automotive Speed shop in 1965.

A guy pulls up with a '65 Shelby and he was just 17 years old. I was 19. He bought a Simpson parachute from me, mounts it on the back of the car, goes to the marked quarter mile on Rt. 46, which was around the corner from my store, the guy turns around, comes back and the next thing I hear are sirens, lights flashin' he's fly-in by with the 'chute' dragon and (Shelby Laughs)....and all the Bergen County Cops following him. That was my first exposure to a Shelby. After that several Shelby cars raced out of my shop. One was King Cobra, (Shelby says Yeah), and one of the things I wanted to ask you, the first Shelby was built, as I understand in Moon's Shop. Is that correct?

CS: The first Cobra.

TM: The first Cobra, I'm sorry.

CS: It was put together in England, and we installed the engine in Dean's shop, on Norwalk Boulevard and the guys are still alive. Roy, the mechanic that put it in there.

He still comes to the show, American

Conventions. Of course old Dean's gone.

TM: The one thing I wanted to ask was I know Moon was crazy about Webbers.

CS: I'm the one who got him into them.

TM: Ah, that's what I wanted to know.

CS: I paid for the 45 Webbers to be built, down drafts. And I thought, ah well, probably never amount to anything. And sure enough, old Dean made a fortune off them and I walked away from them because I built cars, and we used a lot of Webbers and I should have kept the rights.

TM: I knew that happened and I just didn't know whose idea that was.

Tony Monopoli: I waited a long time to hear him say that, I started my career selling parts that I bought wholesale from Dean Moon while I was a teenager. I admired Dean's cool Weber setups, which were unitized. I mimicked his take on Weber's, later in my career. His Weber setups were beautiful, they had all aluminum anodized fuel lines and gauges attached to them, literally " a work of art". My setups were multi carbureted. The 2x4 used Carter AFB's and 6x2 used Rochester 2GC carbs. My setups used aircraft stainless steel braided lines and custom-made fuel blocks that carried fuel pressure gauges. My unitized setups won Best Engine awards in the NY Coliseum and other Auto Shows. The one I cherished the most was winning the Holley Carb Company award for Best Engine at the Super Chevy Showdown In AZ.

"That setup was two-fours with Carter AFB's".



CS: I had them built. (UC) with 45 side drafts and I said that's bullshit, let's use down drafts. So I called Webber and got 'em to build 45 down drafts and I also got 'em to build 58's. For Indianapolis cars. I still have four of those.

TM: You've been such a big impact on this whole industry, and looking back, your biggest thing was the Cobra, naturally. But now, it's like, Carol Shelby is value.

CS: Well that's what I tried to do with the guys at Ford. With Mark, Jim Padilla, Jude Leddy and Bill Ford asked me to come back and then they say, what can we do? I said whatever we do, we wanna build something that will go like hell that the common guy can afford. That is what I like to stand for and I'm terribly perturbed right now that the GT 500, which is coming out, they had a price around \$40k. Now the positions for the darn things are on Ebay for another \$40k, and the dealers are getting \$80k for them and that kind of hurts my feelings. I know that it's America, I know that it's a Capitalistic system, I'm not trying to change it. I'd just like it for the guys that can't afford those cars at \$80k to be able to get 'em. It hurts me.

TM: I do agree with you on that. And I don't know anything other than Carol Shelby. It's just the excitement that your name brings to it. I didn't realize you were gonna be here today, but I was kinda hoping you'd be around and when I heard Carol Shelby, I perked up. Before that I was laying down over there, looking for a place to sit, and I heard Carol Shelby and I perked up. I'm an old hot rod guy.

CS: I know you are. I am too. It's wonderful to still be going at 83, an old Hot Rodder and here I get to work with these guys with MBA's, PhD's that are also hot rodders and they take it to a new level. They take it to the level that Wally Parks and I never dreamed of many many years ago.



289 Cobra with Weber carbs



TM: This to me is everything.

CS: I love my classic cars. I got probably a hundred, and I'm still collecting. What the hell am I gonna do with them, my kids will probably, well, maybe not. Maybe my wife Cleo will be able to keep 'em. But, and I love to work on them.

TM: You love to work on them.

CS: Because I know how to work on them and when we get into these electronics, I'm lost.

TM: Everybody's lost. Let's face reality.

CS: Thank God they got these little \$20 instruments that'll tell you what's wrong with them.

TM: No doubt about that. Now, I believe in history repeating itself. Now obviously I'm here today at the NY auto show and this is a Shelby rent-a-car, which is, why I never thought about it coming back, I don't know. But, the Shelby 500 came back and the introduction for that I was here for that last year, and the convertible. It just didn't dawn on me. What could possibly be next, as far as Shelby, you think? What could you do?



Carroll autographing a GT 500 Brochure at the NYAS 2005 Introduction

CS: Well, what I would really like to do is concentrate on the Mustangs. I remember that we had a three-year advantage over GM. They came along with the Camaro and they out-horsepowered us. We were out of horsepower. We were out of engine size in 289. I wanna stay around long enough to make sure that doesn't happen again, and believe me --Ford, --- they're not gonna let it happen again.

TM: They're reading their history and they have you to show them, lead them out of it.

CS: And we're already ready for those guys. There's only so much you can do with an outcycle engine, but we're gonna be there with it this time. So, let 'em come on.

TM: This is amazing. Where do you go next from here?

CS: Well you know I have a heart and kidney transplant and they changed my immune suppressant medication so I'm gonna catch an airplane, 6 o'clock, and I'm gonna be at the hospital in the morning at 9. Have some bloodwork done, then I'm going up to spend Easter where I've spent it for the last 10 years, 15 years at Barron Hilton's ranch. My wife loves that, and I have a lot of friends, Clay, Lacey, Bob Bloomberg and we all get together and talk aeroplanes.

TM: So, you're 2nd love is aeroplanes?

CS: Aeroplanes, steam locomotives and automobiles.

TM: So you have talent in your hands?

CS: Yeah, and iron.

TM: I have iron in my blood, that's what my daddy told me.

CS: Basically, I love farming too. Oh, I spent some time when I was a kid and using a mule's ass for a compass you never get it out of you. You learn how to plow that straight burrow and you get through life, you remember how tough it is.

TM: Carol, I appreciate your being here and how much I appreciate you talking to me.

CS: We'll all do it again.

TM: Thank you. I love you.

CS: I love you too.

TM: God Bless you.

Barrett Jackson Scottsdale, AZ 2006



The crowd was wild as a bus; the GM Future Liner sold for a whopping \$4 million.

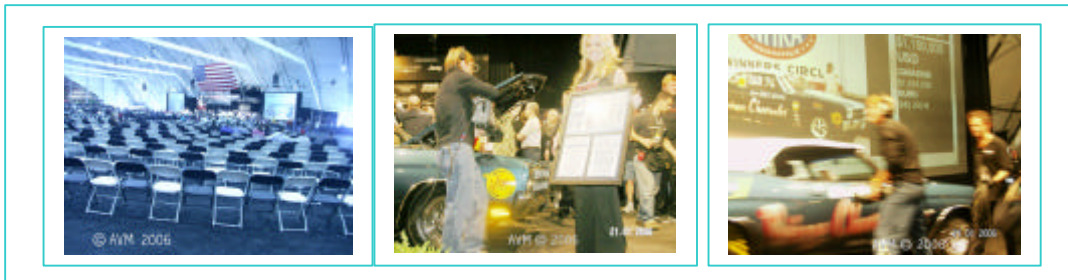
The country looked at shock jock Howard Stern to shock us daily, but it looks like the Jackson Clan has taken over his Job yearly in AZ.

The BJ auction has been breaking records for several years, but the shock factor is setting in since the \$3 million Olds prototype last year.

I attend yearly and I am amazed at just how high they can fly. It seems that the “magic man is Craig Jackson.” He pulls bids instead of rabbits out of thin air. My first trip to Barrett Jackson was 1999 and I always come away thinking I’ve seen it all.

A \$100 million in sales at 16%, that’s even better than a GM Future Liner selling for \$4 million. I say it each time I write about the happenings of this colossal event yearly, and I never stop hearing about the last Barrett until the next one takes place. By the time our C.C.N. hits the web you have read the highlights over and over, so I thought I treat you to a photo exposé, so you can dwell on it. Here are some photos from BJ east and west.

Who says size doesn’t count? Pretty Cars + Pretty Girls = 1 Sold LS 6 Chevelle for \$1.15 million.



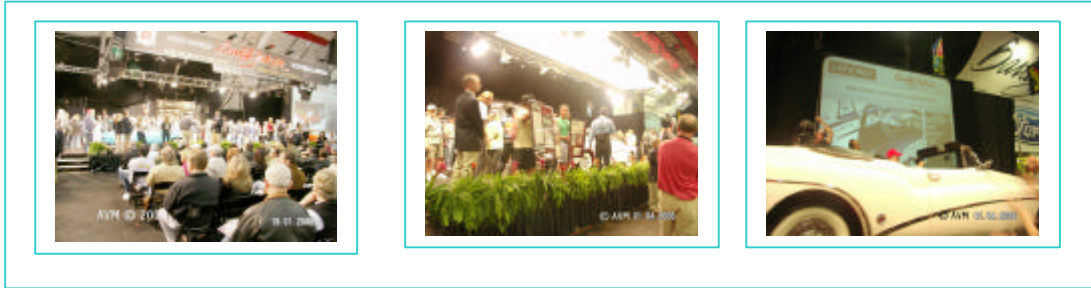
Biddin on a \$2 million Cuda, 1955 Chevy 210 sedan Modified Sold for \$84.K



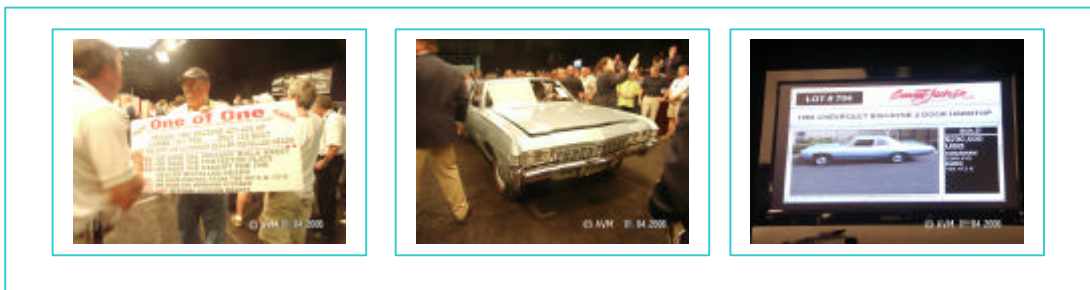
1965 GTO Convert \$55 K, 1986 Ferrari Mondial \$40 K, BMW 1938 Roadster Recreation \$41 K



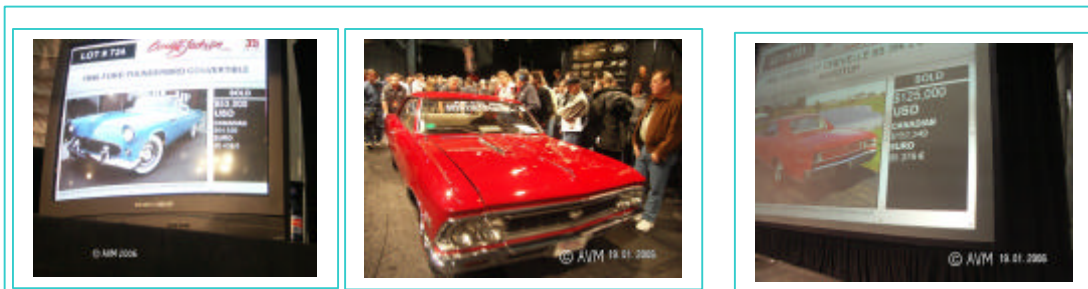
Bidders View, Did Buick's pedigree on the signs help the Skylark fetch \$355k.



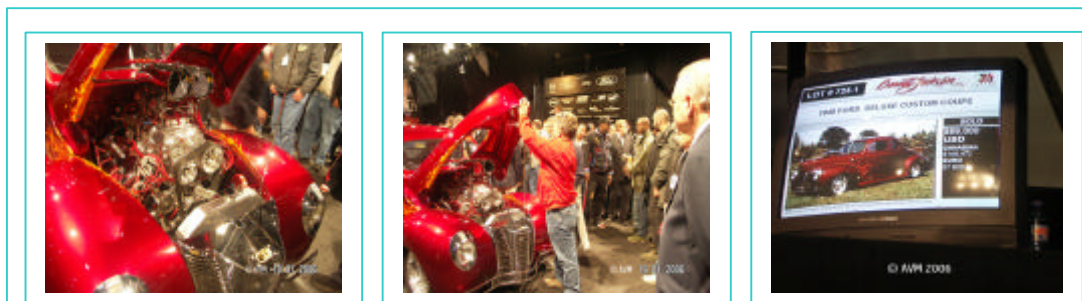
Bring the sign, bring the car, take the ca\$.



Auction red knocked them dead.



Red-hot fast.



Inside the Business of Barrett Jackson

Interview with Gary Bennett by Tony Monopoli April 2006

The name may not ring a bell, but we have all seen him running all over during the Barrett Jackson auction days. He is the guy with the slicked back hair and ponytail. When the PR gurus of the Barrett Jackson clan offered me the opportunity to interview Gary, I wasn't sure who he was. Had they said the guy with the ponytail I would have put the name to the face and the tail. I am sure you caught a glimpse of him on the Speed Channel as he moves across the floor dashing between commander Craig and the command post above the auction stage next to the tech guy that coordinates information with the cars being auctioned. As senior automotive specialist, Gary helps the tech



guy with the screens that we see around the grounds that display the vehicles, their information and most importantly, the changing current-high bid that finally ends with the Barrett Jackson Signature Sold Screen.

In articles about the Barrett Auction, I often use the huge screens positioned on both sides of the auction platform to portray the amount fetched in a dramatic light, as the cars exiting the stage are dwarfed by them. One of Gary's jobs as the Senior Automotive

specialist is to help keep the screened information accurate and also keep the auctioneering team on an automotively correct track. I caught up with Gary in the Barrett Jackson Media area of the auction for our interview.

TM: it's the first of April 2006 and I am down here at West Palm Beach Florida at the Barrett Jackson auction. I am Here with Gary Bennett of Barrett Jackson!

GB: Welcome to Barrett Jackson West Palm Beach

GB: I am Gary Bennett, of Barrett Jackson and I am the senior automotive specialist

TM: Tony Monopoli of the IAAA Classic Car News.

GB: I am the senior automotive specialist, Steve Davis and I work hand in hand and it is a catchall thing.

TM: So you're part of the official team of people that picks the cars

GB: Correct.

TM: How many cars are picked at an event like this?

GB: We picked 609 we probably picked out of 2000 offers.

TM: So you have 2,000 possibilities?

GB: That's correct.

TM: What would make you pick a car vs. somebody else's car?

GB: Well, the way we do this, and it's a team effort, is we have all these offerings; it's very much like a painting. It depends on what kind of picture you want to make. And Florida is a different picture than the one in Scottsdale. And we take all these cars and we pick the cars out of that we develop into this picture, and every hour of every day is almost a piece of this mosaic if you will, and every car is like a piece of colored glass and it has a certain place that belongs in this picture that go back to the time of the day it goes through the sale and at the end of this exercise we picked 609 cars that completed this picture

TM: So you actually lay out this plan?

GB: It is very scientifically planned.

TM: And you use analysis from real auctions?

GB: Absolutely. We have the best database in the world, the Barrett Jackson database. We know what the cars are; we know what the mix should be. We know the quality of the car, the value of the car and where it fits in our auction. And I'll never forget that being at another auction, which will remain nameless, they were selling hundred thousand dollar cars, and they stopped the auction to sell a Reggie Jackson autographed baseball ...and that doesn't make a lot of sense to me when you've got that momentum and you're doing what you're doing, and we don't do that. We won't have a \$30k car because it belongs to somebody's buddy in the middle of some hundred thousand dollar cars. And it's very scientifically designed in the way it crescendos up and it crescendos down.

GB: In a perfect world we'd build something that would come up rather quickly, come up as fast as you could get it and then set back.

Realistically it comes up and it stays up there for a while and then it will come back down toward the end of the day.

TM: How many years are you with Barrett Jackson?

GB: Well that's very interesting. That's a good question. I've been a customer of Barrett -Jackson since 1971.

TM: So, right off the get go.

GB: Jimmy Lake introduced me to Russ and Nelly Jackson in 1971 at the first event, and I met Brian next year. Craig was still a snotty nose kid.

TM: How old was Craig? I was going to interview him and that was one of my questions for him.

GB: 35 years, he's 45, so, he was probably 10 years old.

TM: So he was 10 years old?

GB: 10 or 11.

TM: Now, did you go to auctions like the Atlantic City Auction prior to Barrett -Jackson?

GB: Nope. The BJ sale that Russ and Nelly did was the 1st car auction I'd ever been to besides Jimmy Lake's in Tulsa, Oklahoma.

TM: 'Cause I met Tom, at the Jersey Atlantic City Auction when he looked at a car that I had for sale.

GB: I hadn't gone there, but I have come to every Barrett Jackson since 1971.

TM: That's a lot of Barrett-Jackson's!

GB: Yes, that's a lot of Barrett-Jackson's.

TM: It's a tremendous success, the Barrett Jackson auction. Craig Jackson is kind of the guy that set the market on fire, and some people might be led to believe he's burning the market down. What do you think of the Barrett Jackson auction? Where do you see it, now and in the future?

GB: I think that we get accused of a lot of things, but the reality is that there's not another auction house in the business that does what we do when it comes to making these offerings at no reserve. And, everybody that comes to these sales knows that if they're the last man standing, they can own that car. No games being played, there's no reserves, there's no running the numbers till you get somebody up close to what the guy hoped he'd get for it and then somebody buys the car. Everything's for sale. So, that's driving the prices up.

We carefully select the cars and as a result, we bring very good quality, and it's important. You need a good mix of cars, you need some entry level cars, you need some feature cars, you need everything in between, that in a perfect world, and that's what we're striving to do, and what makes it so important is that there's something

for everyone. When we built our business like a pyramid. We've been working on this middle of the ground muscle cars, and everyone likes to sell 6 million dollar Ferraris. I'd rather sell a bunch of hundred thousand dollar Mustangs. There are more buyers for those cars, first of all. And everybody there in the that air knows who everybody is and what the guy paid for that \$6 million dollar Ferrari and nobody wants anybody to make any money in this business and as a result of having done what I've just described, and that's building this thing on a platform, and going to cars that you can buy, people are being made more aware of it. The Speed Channel is a big component of our success. When I got into it, I was a car guy that owned an architectural firm and a lot of people didn't understand how I did it and what I did cause you need to know somebody, to know these things happen. Today you can sit at home, turn on the Speed Channel and find out there's an auction going on. And say I didn't know I could buy that. Here it is being offered. I could go there, buy a car and have a good time. When I'm through with it, then you just sell it. And that awareness...as a result of that, you got good cars, as a result of that we bring in new buyers. This business used to be notorious, in my opinion, for having dealers come here and trade merchandise. Dealers can't buy cars at BJ, 'cause they can't take their advances. The muscle cars are going home, into the garage, gonna be driven, gonna be enjoyed.

TM: One of the problems that I face as a an appraiser is that people will tell me, well you can't really consider Barrett Jackson prices as being the market, and I say hold it, this was coming from someone that does financing and I said wrong. And I said to them that in my seminars I state that if you go to a place like this, chances are you're going to get an opportunity to see many similar cars, and number one, you can compare them. You can see what makes one better than another. And this would cost you an awful lot of money to go and see these cars if they were separated across the country. Now you have an opportunity to come to one spot and compare many of the cars you want to buy.

GB: Tony that is perfectly said and there's a lot of people with a lot of money that own their own jets that can pick up Hemmings or the DuPont Registry or whatever their working out of and go fly all over the country looking at these cars, and spend tens of thousands of dollars doing it.

And for the most part, in my experiences, after being in this hobby for a long time and get disappointed. When you come to BJ, we're offering them all for you. And you can compare them as you said and you only have to go one place, and you can spend a week and you can be in a resort city in the wintertime. I mean, it's the synergy and all the components of success are here, and then when you're done, if you're the lucky bidder, in a competitive atmosphere, you got what you wanted, you had a good experience. And when someone said you paid too much for that car I would argue that they only paid the difference over the under bidder. And secondly, what's the experience worth? You could go to Pebble Beach and play golf and it's going to cost you a whole lot of money and what are you gonna have when you're done? Nothing but the experience.

TM: Oh yeah!

GB: And BJ, you can go there, you can have the experience, if you're successful you can go home with the car you wanted to have, and you could be on TV. It's like going to the Super Bowl, but instead of having 50-yard line seats you can be on the field.

TM: It has an affect on the results; I've seen it with my own eyes.

GB: You can get in the game and you may not even be successful, but you played in the game. And you see these guys sitting on the stage with their cell phones, and their buddies are saying "I could see you on TV." And their buddies are saying you're not gonna let that guy beat you out of that car are yah.

TM: But for the people who say that if the market is too high, I always say, "time heals all wounds". So, if they think prices are high today, I did appraisals back in 90's for a major bank, on Ferraris. One of the biggest collections at the time. That was right after the crash. And what happened was, the guy's cars I looked at were top-shelf cars that were going up in value between auctions all the time. And I did a lot of research as the result of that appraisal and the cars that actually sold for no money were the ones that were selling on somebody's coat tails. They weren't the good ones.

GB: They were the edgy cars.

TM: The good ones he kept. They kept these cars, and the good ones stayed with their owners.

TM: Now, this particular buyer bought a lot of cars in Europe. This particular buyer bought and sold his cars in Switzerland. I see the dollar to mark made Europe an ideal market then and I think the euro adds to the Barrett Jackson bids now.

I think there is more room in this market because of that and lets face it there are a lot of wealthy people today.

GB: One of the things that I think is worth mentioning too, and I think you said it; you and I have been in this world for a long time. I remember when I could buy; I could've bought a Shelby. I've had lots of Cobras in my lifetime, and a buddy of mine offered to sell me this, back in 1970, a 67 Shelby GT 350 for \$1500. I didn't buy it.

TM: You couldn't give them away then.

GB: I'll never ever forget that. Now I see these cars selling for 10, 20 times that. And I compare that with this...my 1st house cost \$11k about the same time. And that house is worth 10 to 20 times that, today. And this is the same thing. People say this market is hot, it's stupid, it's crazy. It's the same thing. I just don't understand why people say that. And what I thinks happening at Barrett Jackson is that, Real Estate people don't care what it used to cost, 'cause for the most part they never knew what those houses cost back then. In our world, all these records, all these publications, you could say, well this cobra only cost \$11k four years ago and now it's half a million. What it cost then means nothing.

TM: I just had a guy stop me outside the door, He says your Tony Monopoli the appraiser. I say yeah. He says: when I sold my Shelby you did the inspection for somebody in California. I say did you regret selling it. He says: kind of, I sold a couple and I regret it because I can't get one back. But I used the money for a good cause.

TM I always relate it to this when cars are cheap, a loaf of bread is cheap when cars are high a loaf of bread is high. I rather have the Cars because they are better than money in the bank. I can't drive the money in the bank.

GB: I am blessed; I retired in 1989 and didn't do anything for 13 years until Craig asked me to come help him do this. And I can tell you, that I have a stock portfolio, it's not a bad one, I have wonderful cars in my garage. It is important to have a good mix.

I have never been to a party where somebody has pulled out there stock certificates and put them on the coffee table and said look at that isn't this fun. But come out in my garage Tony and let me show you my cars.

TM Oh Yeah, I've been there!

GB: That is cool and I am not suggesting that people should invest in cars; I have been an advocate of that. I am a passionate car guy, I

love the cars. I have always had the philosophy, if this was the last car I could ever buy would I be OK with keeping it. And if the answer was yes I would buy it, and don't get me wrong, I have made mistakes, Heck I bought Ferraris in 1989.

When I think about Barrett Jackson's success over the last several years consider, we've had 911, we had a stock market crash, we had desert Storm, we had a dot com crash and the you can believe that the economy is still in the sh---ter and the Barrett Jackson has been immune to every one of those things. Not every car auction has been and it is partially because of the way we select those cars. We do a lot of due diligence on the cars before they are offered, we make sure they really are what are represented to be.

TM: as best as you can

GB: One of the things I do is verify the VIN number on every car they we take. I look at a car that a guy is representing as one with a Hemi in it, and I it was born with a 440, I call the guy up and get to yell him that it was born with a 440 in it. He may have bought it represented as a Hemi. It's just like a guy buying a stolen car and not knowing it. It's OK if we sell it with a Hemi in it as long as you tell the world that it is born with a 440.

TM: It's called disclosure.

GB: You do that in the real estate world everyday. Cars are getting to be as expensive as houses used to be, so we have the same responsibility. And Barrett Jackson embraces that responsibility. And then we do the same thing on the other side for the buyers. We literally draw our buyers through a pin whole, I have been a VIP buyer at Kruse forever and they have never asked me for anything. I am think they are lucky in that all my checks cashed all those times. At Barrett Jackson as a VIP you need a bank letter, your signature and you need to understand, that it is your responsibility, and at the end of the day we don't have any problem with getting cars paid for and with cars being misrepresented, although everybody has some of that.

TM: That's gotta happen.

GB: We don't have problems getting cars because, when people bring cars to Barrett Jackson, they know their gonna sell and their gonna get paid for them.

TM: Craig Jackson is a good businessman; I call him the Magic Man, even though theirs a lot of doom and gloom. I f you look at the stuff I wrote before I went to Barrett in Scottsdale in January, I made sure my opinion in the Classic Car New was posted on the website before I left.

I wrote I felt the Ferrari market is a limited market so what happened in the 80's is not the same as the Muscle Cars today because it's a broader market and I really believe that it is not done. And when will it be done, I can't answer that, I am not a physicist or a genius, but I do have a keen eye on what goes on and I feel as apposed to some other people, I feel he set the market on fire and its the mix that did it is everything he does.

GB: The magic is him creating the awareness and then people making the decision. And a lot has to do with the wealth that out there and the baby boomers reliving their youth.

TM: Yeah

GB: Everybody is buying a car that the dreamed of and now they can afford and their having a good time doing it.

TM: I did notice two things, first on the screen in Scottsdale there was a disclaimer and second I read another in one of your brochures that seamed a little more intense. I think it is because we are in a litigious climate. I testify for people. People are not always right.

GB: As an expert?

TM: I am not obligated to take every case, I only choose to take cases where I feel they are right, I think Craig has a handle on the whole thing. It has always been buyer beware with an auction.

GB: We say, don't believe anything you read, do your do diligence. And don't do your do diligence after you have gone home with it, do it before you buy it. We didn't have them hear this time, but we have an independent inspection company on sight, (Inspection Solutions). There are so many new people coming into this market that aren't car people like you and I, that they need advise and help. If someone says it's a frame off restoration, and you don't know what that means, well get someone that can help, there are services out there, you provide that service don't you.

TM: Sure.

GB: You have a responsibility as a buyer as well.

TM: A lot of these people never drove them.

GB: Hell if they say I bought the car and I am not happy because it doesn't have power steering. Hello did you look under the hood.

TM & GB agreed: There are a certain number things you must expect, I don't care what you buy. There are things you will want to change or improve. One of the problems is that they never owned or drove them and don't know what to expect. Some are far from refined and people may compare them to their new cars. We both agreed that it's a

stretch, but like owning a Ferrari, their Muscle cars and that's what counts.

GB: It's an exciting time and I do not see a foreseeable end to it.

TM: My father always said, "all good things must come to and end" although this may be a different kind of an end;

GB: I can see market shifts, Muscle cars will become out of reach of a lot of people. They will end up buying other cars.

TM: You see that now, there are many cars here that are undervalued.

GB: I see 50's cars as an opportunity, they are very cool cars.

I went on to thank Gary for a very informative look behind the scenes of Barrett Jackson and hoped to visit with him again soon:

Join Lance Coren and Tony Monopoli at the IAAA/Russo and Steele Seminar in Monterey California August 18th and 19th 2006 for more information and to register to receive email with exact location and time go to www.all-auto-appraisal-industry-conference.com/Scottsdale_Seminar.htm

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